



Let's Solve

Case Study

Supply Chain Transformation for US-based
Network Equipment Manufacturer



A Larsen & Toubro
Group Company

Client

An American multinational technology conglomerate. It develops, manufactures and sells networking hardware, telecommunications equipment and other high-technology services and products.

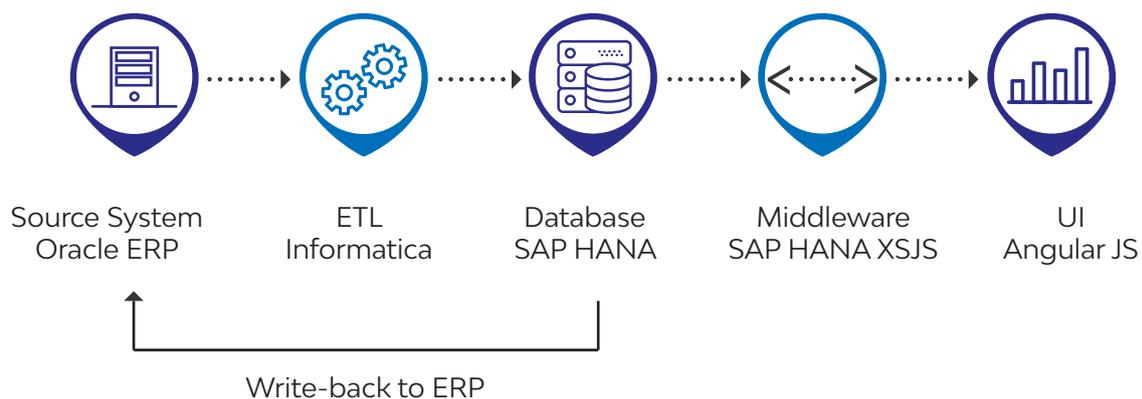
Challenges

The client has diverse, extensive, and global supply chain machinery, with 300,000+ components sourced from 6,000+ vendors. This scale and complexity led to challenges:

- Existing processes for contract allotment to a supplier were **under-digitized**, taking more than a week to award contract.
- There was **no automated way** of launching RFQs, receiving quotes from suppliers and awarding contracts based on criteria set by global process owner.
- Lack of a unified platform to manage negotiations meant switching between multiple applications
- Lack of single data source from a supplier data standpoint leading to **decreased ability** to take **data driven decisions**.

LTI Solution

- LTI delivered a solution for 6000+ global suppliers in 9 international languages with 2 TB+ data size, centralized data management and features like past pricing records, quote comparison, RFQ evaluations, RFQ awarding, pre and post award analytics
- Leveraged **SAP HANA in-memory capabilities** for real-time analytics, and OLTP for transaction processing
- Real-time data ingestion** from Oracle ERP to SAP HANA through Informatica ETL jobs. Write-back to Oracle ERP from HANA. Used Google Angular JS framework for UI access to internal and external users
- Delivered the entire program in a **distributed agile mode** across geographies.
- High level architecture:



Business outcomes delivered

- **Reduced time** to award a contract from **weeks to days**
- Executed **~USD 10 billion worth of quotes** per year through the platform
- **Analytics feature** helped manage quote prices
- Reduced negotiation timelines and **data driven approach** for awarding contracts led to efficient supply chain operations and improved ATP
- Improved multi-vendor order allocations and **competitive pricing** in vendor bids helped drive **cost efficiencies** for the supply chain source function.

LTI (NSE: LTI, BSE: 540005) is a global technology consulting and digital solutions Company helping more than 300 clients succeed in a converging world. With operations in 30 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivaled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 27,000 LTItes enable our clients to improve the effectiveness of their business and technology operations, and deliver value to their customers, employees and shareholders. Find more at www.Ltinfotech.com or follow us at @LTI_Global